

June 12, 2009 - Millions in deals announced at Showcase for Commerce

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Lockheed Martin will purchase facility in
Johnstown, create 165 jobs

By Cliff White, PA Business Central

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Johnstown –
This year’s version of Johnstown’s
Showcase for Commerce culminated with the announcement that Lockheed Martin
will purchase the local Manufacturing Technology Facility from Concurrent
Technologies Corporation (CTC), a deal that will bring 165 new jobs to the
area.

The 197,041 square-foot facility, located in Johnstown’s Industrial
Park, will be used to accommodate the increased production rate of the C-130J
Super Hercules and the F-35 Lightning II, according to a press release. Details
of the agreement were not made available.

CTC President and CEO Edward J. Sheehan Jr. said the sale
would help his company with increasing efficiency and reducing costs. “We will
decrease our operating expenses which will increase our market competitiveness
and position CTC for expected growth in Johnstown
and other locations,” he said.

U.S. Rep. John P. Murtha (PA-12), who has organized the exposition since it began in 1991, touted the deal as good news for the region's economy. "This agreement between Lockheed Martin and CTC demonstrates how organizations are working together to bring new jobs to our region. I'm proud of these collaborations and the good-paying jobs and economic development they produce."

Murtha said the Showcase for Commerce highlights the regional economy's shift from mills and mines to defense, health care, technology and research. Murtha himself has played a large role in that transition, due to his long-time involvement on the House Appropriations Defense Subcommittee and the hundreds of millions of dollars in earmarks he has dedicated to local projects.

CTC was also involved in several additional announcements during the two-day conference, which took place at the Johnstown War Memorial on May 28 and 29. The company was awarded a Rapid Response-Third Generation contract to provide engineering, technical and program services for the Department of Defense, other federal agencies, as well as state and local governments. Sheehan Jr. said he anticipated the contract to result in approximately \$50 million in revenue during the five-year contract time period.

The company also won a two-year contract worth up to \$16 million for continuation of the Life Cycle Modeling Integrator (LCMI) Program overseen by the U.S. Marine Corps Logistics Command. The technology developed by CTC allows military commanders to view their troops' equipment readiness, maintenance and supply status.

Other contract awards announced at the event included a \$24 million deal between BAE Systems and Johnstown Welding Fabrication (JWF) Defense Systems for continued production of ground-based system platforms. JWF currently performs machining, fabrication, welding and final assembly for BAE vehicles including the Mine Resistant Ambush Protected (MRAP) vehicle and the Bradley Fighting Vehicle, among others. JWF Industries has five locations in Johnstown and 425 employees.

Martin-Baker America, Johnstown, announced during the conference a \$20 million contract through the US. Air Force to deliver the US16T ejection seat for the T-38 Talon aircraft. The five-year contract will create 10 new jobs, raising to 100 the total number of

workers the company employs locally in Johnstown.

“No single event has been more constant, or contributed more to our success, than the Showcase for Commerce,” Murtha said. He cited figures that estimate the showcase has lead to investments that injected nearly \$3 billion into the local economy and created at least 6,000 jobs. “For area companies that want to expand their markets and grow their business, Showcase provides the region’s single largest networking opportunity.”